



The great discovery

How to Achieve Breakthrough by Thinking about the Ordinary in an Extraordinary Way



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Corporate Discovery Program

Overview:

In today's business environment, there are three imperatives that are crucial to success. First, business leaders, at all levels, must seek new and better ways to make their organization more innovative – in everything they do. Second, business leaders must continually strive to capture and deploy world-class practices that support the design and flawless execution of critical work processes. Third, business leaders must develop and retain a workforce of world-class leaders if the latter two objectives are to be fully realized.

To realize the aims of these imperatives, an organization must change the inner core of how its leaders and work teams think. But why is it so necessary to change the pattern of reasoning? Simply stated, every business breakthrough first begins its life as a thought; and a thought is the result of how a person (or group of people) thinks.

Perhaps this is best expressed by the age old saying: "Do what you did and you'll get what you got." By the same token, it can also be said: "Think the way you do and you'll likely do what you always did." Therefore, one can easily conclude that a breakthrough in business is almost always preceded by a breakthrough in thinking. Change the way in which a leader thinks about how to achieve a business dream and you can dramatically change the work team's odds of success; and do it faster in a more effective and efficient manner.

The Great Discovery is about a proven, systematic, time-tested way of leadership thinking. It is a way of thinking that has been proven to increase a work team's odds of success – in everything they do, but done so in a highly actionable, accountable, repeatable and teachable way.

Over a period of more than twenty years, this way of thinking has been recognized by many of world's most respected industry leaders, embraced by top universities and endorsed by leading professional societies. This incredibly powerful way of thinking has demonstrated its ability to transform ordinary work groups into high performance teams that consistently deliver breakthroughs in business results.

The Great Discovery can be rapidly deployed throughout any type of enterprise, regardless of product or service orientation – from the bottom-up or top-down. It represents a way of thinking that can be quickly adopted and implemented by individuals and teams alike. In this sense, *The Great Discovery* can be immediately leveraged by leaders to better direct work teams toward the realization of a business dream or stretch goal.

Owing to its simplicity, *The Great Discovery* is a natural way for cross-functional teams to better communicate and more effectively coordinate their improvement efforts. In this context, *The Great Discovery* can alter the DNA of an enterprise; and when this happens, the organization can begin to produce better, higher value-based results.

Because of its broad base of power and eloquent simplicity, *The Great Discovery* can escape the classical boundaries of a work team and be used by its members to bring about a higher quality of life. In other words, *The Great Discovery* can be applied in your work life, practiced in your personal life and adapted to your home life (like teaching young adults how to succeed in life).

In this sense, *The Great Discovery* is a universal way of thinking about how to achieve breakthrough by thinking about the ordinary in an extraordinary way.



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Program Description:

Many say that leadership is an illusive quality. As a lighthouse rises from the rocks of an ocean cliff to throw its piercing beam off to the horizon, leaders cast their mind's light into the darkness of ambiguity to show others the way. Naturally, the development of world-class leaders is always of vital concern to a business enterprise. Great leaders have the ability to create a compelling vision and then show others the way – but do so in a systematic and deterministic way that is simple, manageable, actionable, repeatable and teachable.

The Great Discovery program is about a time-tested way of leadership reasoning. It's a way of thinking that can deliver superior solutions to pressing business issues – anytime, anywhere and do so under any circumstances. It's a way of thinking that enables business leaders (at all levels) to rapidly innovate, deploy and implement business solutions. In this sense, *The Great Discovery* is a way of thinking that can better unify, focus and guide individual contributors and work teams to the realization of breakthrough – in every thing they do. It's how to achieve breakthrough by thinking about the ordinary in an extraordinary way!

For over twenty years, this powerful way of reasoning has brought verifiable breakthroughs to many of the world's top corporations. A very large number of these experiences were well documented from beginning to end, thereby providing the world with many vital "lessons learned." These lessons were then carefully researched by a team of renowned practitioners and subject-matter-experts to reveal the Vital Few – the lessons that were common to all cases where sustainable quantum change was realized.

In this way, the team was able to discover the *Proven Path* and *Three Principles of Success* that marks the way to breakthrough performance. In turn, the supporting guidelines were sequenced into a systematic, repeatable and teachable way of thinking that virtually anyone can follow to create beneficial change – in their personal life, home life and work life.

Built upon the foundation of Lean Six Sigma deployments and projects, this proven way of

reasoning reflects the pattern of leadership beliefs, values and practices that can effectively and efficiently guide work teams to the creation of breakthrough improvements. In this sense, *The Great Discovery* is a universal way of thinking that is backed by verifiable successes, regardless of business orientation or size.

Enterprise Applications:

The Great Discovery can be rapidly deployed and easily implemented to support a wide array of business needs. For example, *The Great Discovery* content and/or workshops can be used as a "front end" for Lean Six Sigma or Continuous Improvement training.

It can also be integrated into "new employee" training, or serve to focus management programs. It can even be used as "all hands" training to support a strategic improvement initiative. Of course, *The Great Discovery* can be deployed as a leadership development tool or serve as a foundation for executive coaching sessions.

Target Audience:

The Great Discovery is a leadership development program which has been specifically designed for executives, managers, supervisors, team leaders and team members that seek to learn a more effective way of organizing, unifying and mobilizing people in a common direction for the purpose of creating breakthrough improvements. This program can be effectively used by any size business, regardless of its product type or service orientation.

Program Objectives:

The Great Discovery program will train participants in a time-tested way of thinking that will better enable them to reach out and create significant performance-based improvements in a more easy, effective and efficient manner than perhaps otherwise thought possible.

Through this three day training experience, participants will discover a *Proven Path* to the realization of breakthrough – in every dimension of



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their life. Participants will also discover how to focus their collective spirit to better innovate and execute the journey. In addition, they will learn how to overcome road blocks and conquer obstacles along the way by using a *SMART System*.

To keep the breakthrough journey on track, participants will discover how to employ a *Simple Strategy* that will help them (and others) formulate and complete their daily work activities in a more productive and quality way. Taken together, a mastery of these four objectives will greatly increase a team's odds of success – in everything they do.

Program Delivery:

Stage 1: Program Training – 2 days

The first discovery experience involves the sequential execution of the program's video-based training modules via an instructor led blended learning model (where each video is about five minutes in duration). Of particular interest, each video fully explains the related module content using high-quality animations that are narrated by Dr. Mikel J. Harry® (architect of *The Great Discovery*).

In this way, a common base of knowledge is effectively and efficiently transferred without instructor variations or discrepancies in communication. After viewing an instructional video, the instructor will engage the participants in crucial discussion to further reinforce the key concepts and practices and contextualize the instructional content to their work environment. This "*cycle of learning*" is repeated for each of the program's instructional modules. This stage of the program is delivered as a live facilitated 2-day group session.

Stage 2: Program Coaching – 1 day

The second discovery experience provides each participant with the opportunity to engage in a live 1-day group coaching session set in the context of a hands-on workshop. Naturally, this highly interactive workshop is built around *The Great Discovery Breakthrough Charter*.

The instructional aim of this workshop is to engage in crucial discussions about how *The Great Discovery* instructional content can be applied to the sponsoring organization's business environment through the execution of value-based projects. Of course, such projects are best designed and executed using the *Breakthrough Charter*.

In this sense, the *Breakthrough Charter* is a step-by-step template that guides the formulation of a value-based dream and then methodically molds the instructional content into a clear process of execution. Through the *Breakthrough Charter*, participants can quickly and assuredly map their path to improvement. In this way, the training experience is translated into practice, but done so in a highly manageable, accountable and verifiable way.

To optimize the learning experience, it is generally recommended that each class of students be organized around a common work-related demographic, like being from the same department, same geographical region or sharing the same improvement goal. In this way, the participants will have a common focus that reinforces the "*call to action*," but done so in a united and synergistic way.

Program Options:

The *Corporate Discovery Program* has been specifically designed to meet a wide array of training needs and requirements:

- Train-the-Trainer
- Coaching Services
- Content Testing
- Hosted Server
- Enterprise Licensing

Program Pricing:

Please contact us for pricing information regarding *The Corporate Discovery Program*.